



## AVIcode is a market leader

When you partner with AVIcode, you are partnering with an innovative technology company which

Gartner Says will be Hot in 2005, according to Thersa Lanowitz....

*Benefit From Joining AVIcode Partner Program:*

*"The AVIcode technical team has been a tremendous resource in helping us build a value-added offering to our exiting customer base"* says

Greg Henson of  
The Henson Group

## Gain The AVIcode Advantage

Work With The Leader In Applications Monitoring and Software Fault Isolation

### Partner with AVIcode

To Unlock the new Revenue Potential within existing customers

Looking for new ways to expand your business offerings, tap into a growing market and work with a proven technology leader? There has never been a better time to join the AVIcode partner program. Help customers manage their applications service level agreements and isolate errors in production environments. With The AVIcode family of products you can efficiently management application events across the enterprise and reduce the costs of applications lifecycle support. The end result is an exponential saving it time to get to root cause of applications while in production. The likes of Microsoft Corporation, Computer Sciences Corporation, and Citigroup are users of Intercept Studio. AVIcode delivers products can help customers worldwide solve application performance and errors quickly This gives our partners a great opportunity to create value added services for our mutual customers.

### Gain an edge by offering state of the art applications monitoring and fault isolation capabilities

AVIcode products will help you increase your profit margins by driving software and services revenues.

Provide your customers the benefits of proven applications monitoring capabilities

Differentiate yourself -- gain an edge over your competitors by partnering with the recognized market leader in Business Information Delivery solutions

### AVIcode will provide you the resources to grow your business

The AVIcode marketing team will bring leads for your sales team to build their business on AVIcode Intercept and family of Management Packs

Our training programs will enable your technical teams to quickly grasp how to add value to your current product and services offerings

Finally competitive discounts on the product family will enhance overall profit contribution from each implementation.

### Build Success With Leading Business Information Delivery Solutions

AVIcode is a leading provider of Business Information Delivery solutions that integrate, process and automate the flow of messages, data and documents. Our integrated Business Information Delivery solutions are recognized for best

### Maximize Customer Value with AVIcode Professional Services

As a AVIcode partner you have the opportunity to take advantage of a host of professional services including the solutions catalog, develop-er program and consulting and implemen-tation services. The goal of these programs is to provide our partners with the strategic technology tools to sell, implement and deploy Business Information Delivery solutions that provide real lasting value to our customers.

### The Solutions Catalog

The AVIcode Solutions Catalog enables developing partners to have their customized solutions certified by AVIcode and sold by the entire AVIcode global dis-

# Setting the Standard for Application Monitoring

tribution channel. By certifying your solutions with AVIcode and leveraging the AVIcode channel, partners introduce their solutions to broader markets and penetrate markets with greater speed at lower cost of entry.

## Implementation Services

AVIcode Implementation Services offer a team of highly skilled engineers who are experts in the deployment, implementation and integration of AVIcode solutions. They can assist you and your customers to successfully install, configure, customize and integrate AVIcode products to meet business objectives.

## Consulting And Analysis

AVIcode Consulting and Analysis services professionals work with you and your customers to identify the most efficient, valuable and cost-effective way to deploy AVIcode systems.

## Enterprise Management Pak

AVIcode Enterprise Management services supports you and your customers to standardize installation and maintenance of AVIcode products across all facets of the organization.

## Custom Development

AVIcode Custom Development provides custom development support to help you and your customers integrate AVIcode products with existing applications, workflows and business processes.

## Developer Program

The AVIcode Developer Program provides partners with expert resources, tools and support to effectively respond to customer requirements with custom solutions based on AVIcode products and APIs.

The goal of the AVIcode Channel Partner program is to bring together the people, programs and processes to help you expand your sales, enhance your customer relationships and distinguish you from your competition. It offers a combination of rewards and resources, depending on your partner level, to assist you in driving a profitable business.

## Partner Programs Tailored For Your Business

The goal of the AVIcode channel partner program is to provide the framework to help our partners grow their business, leverage their expertise and drive their business profits. It is not a one-size fits all solution. Rather, it is tailored to suit you and the unique business models and markets of our diverse partners across the globe.

The Partner Program offers three tiers—Bronze, Silver, Gold and Platinum??? to allow you to choose your level of investment in AVIcode, and to reward you according to your demonstrated commitment to our products.

As you grow your sales of AVIcode products, we provide you with an increasingly comprehensive business infrastructure that includes marketing support, technical benefits & sales promotions.

## Check Out More Details on our Partner Program

Email us at:

[sales@avicode.com](mailto:sales@avicode.com) or

begin your partner application process online at

[www.avicode.com/partners](http://www.avicode.com/partners)

# AVIcode